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FCC Mail Room



Spokane Public Schools  
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Letter of Appeal for 471 Application Number 767972  
Funding Year 2010  
CC Docket No. 02-6

November 9, 2012

Spokane School District 81  
Billed Entity 145503  
FCC Registration Number 0011859683

From: Diane Boudreau  
Manager Projects and Technology Initiatives  
200 N Bernard St, Spokane, WA 99201  
DianeB@spokaneschools.org  
Phone: (509) 354-7206  
Fax: (509) 354-5960

Funding Commitment Decision Letter is dated October 15, 2012  
Service Provider = Cerium Networks, LLC. SPIN 143024691

I am appealing the funding commitment decision for the following FRN's.  
2076926, 2076974, 2077051, 2077085, 2077119, 2077157, 2077178, 2077200, 2077214,  
2077231, 2077244, 2077265, 2077290 & 2077315

Language from Funding Commitment Report

*During the course of our review, we asked you to provide further details about the factors that were used to evaluate the bids. On April 8, 2011, you indicated that the factor that received the heaviest weighting was "Capital & Life Cycle Costs" with 35%. The remaining factors were: Technical fit to Requirements (25%), Support Capabilities (20%), and Self Manage Capability (20%). Additionally, in the same email, in response to our question asking what was included in the cost element, and whether it included both eligible and ineligible costs or just eligible costs, you responded that "in order to do a true and accurate evaluation of the responding vendors, all costs were considered in the review. This included E-rate eligible and non-eligible items." According to FCC rules, only the cost of the eligible E-rate products and services can be included in the most heavily weighted factor in a bid evaluation. The costs associated with the ineligible items can be included in the evaluation process as long as they are included as a separate cost factor that is weighted less heavily than the cost of the eligible products and services. Because you included both eligible and ineligible costs together in the single price factor "Capital & Life Cycle Costs" the evaluation process was not conducted in accordance with FCC rules and the FRNs will be denied.*

Response:

While we agree we considered all costs in our initial evaluation, we have completed a detailed analysis of all responses to include only eligible costs, excluding all ineligible costs and as

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demonstrated in the attached spreadsheets (Total Points & Cost Breakdown), the RFP award would not have changed.

We also feel that in order to conduct a fair and accurate RFP evaluation and complete a thorough due diligence for our district and the taxpayers, both E-Rate eligible and ineligible costs must be considered when doing a final award. Our school board and the public expect us to take into consideration the full cost of a purchase, not just the parts where we may or may not receive E-Rate funding.

In the event we receive a favorable ruling we ask to revise the pre-discount amount to match the attached revised Item 21 requested during PIA review in September 2010. The revised Item 21 reflects the removal of Training and Help Desk charges and also moves the phone software licenses (Aura STD Ed R5 1001) and the trade in discount from being itemized centrally to the site where they occurred, reflecting more accurately where the expense occurred. In hindsight, the trade in was for the old phones and should not have been included since phones are not eligible for E-Rate funds.

Please let me know if you need additional information to process this appeal.

Sincerely,

A handwritten signature in cursive script that reads "Diane Boudreau".

Diane Boudreau

Cc: Cerium Networks, LLC.

## Cost Breakdown

UCS Vendor	Capital Costs			Operating Cost		E-Rate Eligible Capital and Operating Costs			
	E-Rate Eligible Capital Costs (Media Gateway, Media cards, Software Licenses, Project Management & Engineering)	Ineligible Capital Costs (Phones, Help Desk & Training)	Total Capital Costs	Annual Eligible Operating Costs (License & Software Maintenance)	Annual Ineligible Operating Costs (Hardware & upgrades)	Total E-Rate Eligible One Time Capital Costs (Excludes phones, Help Desk & Training)	E-Rate Eligible Operating Costs (License & Software Maintenance)	Eligible 5 Year Life Cycle	Eligible 10 Year Life Cycle
Cerium Networks - Avaya	\$826,868.29	\$468,410.00	\$1,295,278.29	\$46,905.12	\$61,072.44	\$826,868.29	\$46,905.12	\$1,061,393.89	\$1,295,919.49
Structured Comm. - Shoretel	\$1,019,056.37	\$868,098.05	\$1,887,154.42	\$44,187.74	\$44,187.73	\$1,019,056.37	\$44,187.74	\$1,239,995.05	\$1,460,933.72
Ednetics - Cisco	\$1,133,431.00	\$877,338.00	\$2,010,769.00	\$60,050.40	\$69,687.43	\$1,133,431.00	\$60,050.40	\$1,433,683.00	\$1,733,935.00
Terra Telecom - Alcatel Lucent	\$1,279,830.13	\$558,627.60	\$1,838,457.73	\$146,686.02	\$40,005.10	\$1,279,830.13	\$146,686.02	\$2,013,260.23	\$2,746,690.33
BlackBox - Alcatel Lucent	\$1,563,169.19	\$402,861.48	\$1,966,030.67	\$176,776.93	\$14,995.76	\$1,563,169.19	\$176,776.93	\$2,447,053.84	\$3,330,938.49
Qwest - HUCS	\$88,100.34	\$524,750.16	\$612,850.50	\$355,294.08	\$0.00	\$88,100.34	\$355,294.08	\$1,864,570.74	\$3,641,041.14
3Com/NCA - Shoretel	\$1,629,527.37	\$792,357.33	\$2,421,884.70	\$186,035.00	\$4,696.00	\$1,629,527.37	\$186,035.00	\$2,559,702.37	\$3,489,877.37
Access Telecom - Shoretel	\$1,356,501.08	\$830,173.90	\$2,186,674.98	\$74,770.61	\$146,667.21	\$1,356,501.08	\$74,770.61	\$1,730,354.13	\$2,104,207.18

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## Total Points

### Considering E-Rate Eligible Costs Only

<b>Category:</b>	Capital & Life Cycle Costs	Technical fit to Requirements	Support Capabilities	Self Manage Capability	<b>TOTAL</b>
<b>Weight:</b>	35%	25%	20%	20%	
<b><u>UCS Vendor</u></b>					
Cerium Networks - Avaya	350	100	80	70	<b>600</b>
Structured Communications - Shoretel	304.5	87.5	40	80	<b>512</b>
Ednetics - Cisco	231	100	80	60	<b>471</b>
Access Telecom - Shoretel	133	87.5	40	80	<b>340.5</b>
BlackBox - Alcatel Lucent	0	100	60	60	<b>220</b>
Terra Telecom - Alcatel Lucent	0	100	40	60	<b>200</b>
3Com/NCA - Shoretel	0	87.5	40	80	<b>207.5</b>
Qwest - HUUS	0	75	70	50	<b>195</b>

\* highest score delineates vendor who scored highest on requirements

To determine points for cost I took the percentage each vendor was higher than the lowest cost vendor. Then assigned points by that percent. Each point was then multiplied by 35 (the weighting value).

	Eligible 10 year Life Cycle Costs	Amount more than lowest response	% higher	Point Value	Point Value times 35
Cerium Networks - Avaya	\$1,295,919.49			10	350
Structured Communications - Shoretel	\$1,460,933.72	\$165,014.23	12.73	8.7	304.5
Ednetics - Cisco	\$1,733,935.00	\$438,015.51	33.8	6.6	231
Access Telecom - Shoretel	\$2,104,207.18	\$808,287.69	62.38	3.8	133
Terra Telecom - Alcatel Lucent	\$2,746,690.33	\$1,450,770.84	111.95	*0	0
BlackBox - Alcatel Lucent	\$3,330,938.49	\$2,035,019.00	157.03	*0	0
3Com/NCA - Shoretel	\$3,489,877.37	\$2,193,957.88	169.29	*0	0
Qwest - HUUS	\$3,641,041.14	\$2,345,121.65	180.96	*0	0

\*Vendors with a cost 100% higher than the lowest cost received zero points.



**Diane Boudreau - App#767972**

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**From:** "Vnencak, Dan" <DVNENCA@sl.universalservice.org>  
**To:** <diane@spokaneschools.org>  
**Date:** 9/21/2010 6:44 AM  
**Subject:** App#767972 - *WCS 90*

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Diane,

**Response Due Date: Oct 6, 2010**

The Program Integrity Assurance (PIA) team is in the process of reviewing all Funding Year 2010 Form 471 Applications for schools and libraries discounts to ensure that they are in compliance with the rules of the Universal Service program. We are currently in the process of reviewing your Funding Year 2010 Form 471 Application. To complete our review, we need some additional information. The information needed to complete the review is listed below.

**1) Please submit revised Item 21's to support your requests. Please remember that telephone sets, help desk and training of end user charges are all ineligible. Pls include only eligible common equipment, software/licensing and professional service. If there are any upward revisions from your original requests they must be supported by vendor documentation dated before 2/19/2010. Please feel free to call with any questions.**

Please fax or email the requested information to my attention. If you have any questions or you do not understand what we are requesting, please feel free to contact me.

It is important that we receive all of the information requested **within 15 calendar days** so we can complete our review. **Failure to respond may result in a reduction or denial of funding. If you need additional time to prepare your response, please let me know as soon as possible.**

Should you wish to cancel your Form 471 application(s), or any of your individual funding requests, please clearly indicate in your response that it is your intention to cancel an application or funding request(s). Include in any cancellation request the Form 471 application number(s) and/or funding request number(s), and the complete name, title and signature of the authorized individual.

Thank you for your cooperation and continued support of the Universal Service Program.

*Dan Vnencak*  
Schools and Libraries  
Program Integrity Assurance  
Phone: 973-581-6736  
Fax: 973-599-6522  
E-Mail: [dvnenca@sl.universalservice.org](mailto:dvnenca@sl.universalservice.org)





Name of Billed Entity: Spokane School District 81  
 Contact Name: Diane Boudreau  
 Form Identifier: 2010471 - UCS90  
 Form 471: 767972

Billed Entity Number: 145503  
 Phone: (509) 354-7206  
 Attachment: 01



## Unified Communication System

Location	Entity Number	Discount	Equipment	Software	Modular Messaging	Professional Services	Shipping	Tax	Trade-in	Total
Audubon Elementary	116853	90	\$1,129.05	\$5,247.00	\$1,304.10	\$2,205.00	\$27.90	\$862.44	(\$601.51)	\$10,173.98
Bancroft	116859	90	\$1,129.05	\$4,032.00	\$993.60	\$2,205.00	\$27.90	\$729.72	(\$601.51)	\$8,515.76
Bemiss Elementary	116890	90	\$1,129.05	\$5,328.00	\$1,324.80	\$2,205.00	\$27.90	\$871.28	(\$601.51)	\$10,284.52
Garry Middle School	116887	90	\$1,399.05	\$6,705.00	\$1,676.70	\$2,205.00	\$27.90	\$1,045.19	(\$601.51)	\$12,457.33
Grant Elementary	116828	90	\$1,129.05	\$5,490.00	\$1,366.20	\$2,205.00	\$27.90	\$888.98	(\$601.51)	\$10,505.62
Holmes Elementary	116824	90	\$1,129.05	\$6,219.00	\$1,552.50	\$2,205.00	\$27.90	\$968.61	(\$601.51)	\$11,500.55
Lidgerwood Elementary	116882	90	\$1,129.05	\$3,627.00	\$890.10	\$2,205.00	\$27.90	\$685.48	(\$601.51)	\$7,963.02
Logan Elementary	116884	90	\$1,129.05	\$6,462.00	\$1,614.60	\$2,205.00	\$27.90	\$995.15	(\$601.51)	\$11,832.19
Longfellow Elementary	116886	90	\$1,129.05	\$5,490.00	\$1,366.20	\$2,205.00	\$27.90	\$888.98	(\$601.51)	\$10,505.62
Regal Elementary	116892	90	\$1,129.05	\$5,166.00	\$1,283.40	\$2,205.00	\$27.90	\$853.59	(\$601.51)	\$10,063.43
Shaw Middle School	116891	90	\$1,399.05	\$7,515.00	\$1,883.70	\$2,205.00	\$27.90	\$1,133.67	(\$601.51)	\$13,562.81
Sheridan Elementary	116832	90	\$1,129.05	\$5,166.00	\$1,283.40	\$2,205.00	\$27.90	\$853.59	(\$601.51)	\$10,063.43
Stevens Elementary	116829	90	\$1,129.05	\$6,462.00	\$1,614.60	\$2,205.00	\$27.90	\$995.15	(\$601.51)	\$11,832.19
Whitman Elementary	116888	90	\$1,129.05	\$6,219.00	\$1,552.50	\$2,205.00	\$27.90	\$968.61	(\$601.51)	\$11,500.55
TOTALS			\$16,346.70	\$79,128.00	\$19,706.40	\$30,870.00	\$390.60	\$12,740.43	-\$8,421.14	\$150,760.99

**E-Rate amount requested 90% of Total**

**\$135,684.89**

Shipping amount of \$1562.66 has been pro-rated as 1/56th of the cost per site.

\$27.90

Trade - In amount of \$33,684.79 pro-rated as 1/56th of the cost per site

\$601.51



Spokane School District #81  
Entity Number: 145503

471 Application # 767972  
Form Identifier: 2010471UCS90  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

<b>Audubon 116853</b>				
	<b>QTY</b>	<b>Brief Item Description</b>	<b>Price / Unit</b>	<b>Extended Price</b>
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	63	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,103.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	63	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,304.10
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 862.44
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 10,173.98

Spokane School District #81  
Entity Number: 145503

471 Application # 767972  
Form Identifier: 2010471UCS90  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

<b>Bancroft 116859</b>				
	<b>QTY</b>	<b>Item Description</b>	<b>Price / Unit</b>	<b>Extended Price</b>
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	48	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 3,888.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	48	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 993.60
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 729.72
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 8,515.76

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Bemiss		116890		
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	64	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,184.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	64	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,324.80
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 871.28
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 10,284.52

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Garry 116887				
	QTY	Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM711 ANLG MEDIA MODULE - NON GSA	\$ 720.00	\$ 720.00
<b>Software</b>				
	81	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 6,561.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	81	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,676.70
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 1,045.19
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 12,457.33

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Grant	116828			
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	66	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,346.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	66	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,366.20
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 888.98
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 10,505.62

Spokane School District #81  
Entity Number: 145503

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Contact: Diane Boudreau  
Phone number: 509-354-7206

Holmes		116824		
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	75	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 6,075.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	75	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,552.50
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 968.61
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 11,500.55



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Contact: Diane Boudreau  
Phone number: 509-354-7206

Lidgerwood		116882		
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	43	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 3,483.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	43	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 890.10
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 685.48
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 7,963.02

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Entity Number: 145503

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Contact: Diane Boudreau

Phone number: 509-354-7206

Logan 116884				
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	78	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 6,318.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	78	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,614.60
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 995.15
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 11,832.19

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Contact: Diane Boudreau  
Phone number: 509-354-7206

Longfellow		116886		
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	66	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,346.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	66	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,366.20
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 888.98
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 10,505.62

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Regal 116892				
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	62	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,022.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	62	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,283.40
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				\$ 27.90
<b>Tax 8.7%</b>				\$ 853.59
<b>Trade-In</b>				\$ (601.51)
<b>Totals</b>				\$ 10,063.43

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Shaw 116891				
	QTY	Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM711 ANLG MEDIA MODULE - NON GSA	\$ 720.00	\$ 720.00
<b>Software</b>				
	91	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 7,371.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	91	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,883.70
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 1,133.67
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 13,562.81

Spokane School District #81  
Entity Number: 145503

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Contact: Diane Boudreau  
Phone number: 509-354-7206

Sheridan 116832				
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	62	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 5,022.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	62	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,283.40
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 853.59
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 10,063.43

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Stevens		116829		
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	78	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 6,318.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	78	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,614.60
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 995.15
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 11,832.19

Spokane School District #81  
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Contact: Diane Boudreau  
Phone number: 509-354-7206

Whitman 116888				
	QTY	Brief Item Description	Price / Unit	Extended Price
<b>Common Equipment:</b>				
	1	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 675.00
	1	PWR CORD USA	\$ 4.05	\$ 4.05
	1	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 450.00
<b>Software</b>				
	75	AURA STD Ed R5 1001+ NEW Lic	\$ 81.00	\$ 6,075.00
	8	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 144.00
	75	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 1,552.50
<b>Professional Services:</b>				
	1	Project Management	\$ 150.00	\$ 150.00
	1	Engineering	\$ 2,055.00	\$ 2,055.00
<b>Shipping</b>				
				\$ 27.90
<b>Tax 8.7%</b>				
				\$ 968.61
<b>Trade-In</b>				
				\$ (601.51)
<b>Totals</b>				
				\$ 11,500.55



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<b>Total 90% sites</b>				
	<b>QTY</b>	<b>Brief Item Description</b>	<b>Price / Unit</b>	<b>Extended Price</b>
<b>Common Equipment:</b>				
	14	AVAYA G430 MEDIA GATEWAY	\$ 675.00	\$ 9,450.00
	14	PWR CORD USA	\$ 4.05	\$ 56.70
	12	AVAYA MM714B ANLG 4+4 MEDIA MOD - NON GSA	\$ 450.00	\$ 5,400.00
	2	AVAYA MM711 ANLG MEDIA MODULE - NON GSA	\$ 720.00	\$ 1,440.00
<b>Software</b>				
	952	AURA STD ED R5 1001+ NEW LIC	\$ 81.00	\$ 77,112.00
	112	AURA R5 ANALOG NEW LIC	\$ 18.00	\$ 2,016.00
	952	Modular Messaging R5.2 1 Seat New - 1 per device	\$ 20.70	\$ 19,706.40
<b>Professional Services:</b>				
	14	Project Management	\$ 150.00	\$ 2,100.00
	14	Engineering	\$ 2,055.00	\$ 28,770.00
<b>Shipping</b>		14 sites x \$27.90		\$ 390.60
<b>Tax 8.7%</b>				\$ 12,740.43
<b>Trade-In</b>				\$ (8,421.14)
<b>Totals</b>				\$ 150,760.99

